

## Message Text

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PAGE 01 SOFIA 00182 271302Z

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ACTION EUR-12

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R 270802Z JAN 76  
FM AMEMBASSY SOFIA  
TO USDOC WASHDC  
SECSTATE WASHDC 733  
INFO AMEMBASSY VIENNA

UNCLAS SOFIA 0182

E.O. 11652: N/A

TAGS: BEXP, BU

SUBJECT: PLOVDIV 76: RECRUITING FOR CONSTRUCTION ASPECT

1. MINISTRY FOREIGN TRADE HAS PRESENTED EMBASSY  
WITH FOLLOWING PRO MEMORIA TO BE USED AS GUIDELINE  
IN RECRUITING FIRMS IN CONSTRUCTION FIELD (UNNECESSARY  
WORDS OMITTED):

2. QUOTE -

ANSWERING YOUR INQUIRY ON TRENDS OF U.S. PAVILION  
AT 1976 PLOVDIV INTERNATIONAL FAIR WE WOULD SPECIFY  
OUR IDEAS ON MAIN CONSTRUCTION TOPICS AS FOLLOWS:

A) CONSTRUCTION MECHANIZATION - EXCAVATION SYSTEMS,  
PACKING (FILLING), MECHANIZATION AND EQUIPMENT FOR  
TRANSPORTATION OF CONCRETE, MECHANIZATION AND  
MECHANIZED INSTRUMENTS FOR FINISHING OPERATIONS;

B) BUILDING MATERIALS - NEW EFFECTIVE MATERIALS.  
PARTITION WALLS, MATERIALS FOR FINISHING OPERATIONS;

C) CONSTRUCTION PRODUCTION AND DESIGNING - NEW  
CONSTRUCTION-DESIGNING SYSTEMS, BASED ON CONCRETE  
IRON AND METAL CONSTRUCTIONS. TRENDS FOR APPLICATION  
OF PLASTICS IN FIELD OF CONSTRUCTION.

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PAGE 02 SOFIA 00182 271302Z

JANUARY 22, 1976

MINISTRY FOREIGN TRADE

3. MINISTRY FOREIGN TRADE OFFICIALS NOTED THAT FOR PARA B "NEW EFFECTIVE MATERIALS" MEANT ALL TYPES OF CONSTRUCTION MATERIALS WHICH WERE CHEAPER, EASIER TO APPLY, HIGHER QUALITY, ETC. "CONSTRUCTION DESIGNING SYSTEMS IN PARA C REFERS TO SUCH THINGS AS COMPUTERIZED PROGRAMMING OF CONSTRUCTION PROJECT PLANNING AND IMPLEMENTATION TO ENSURE MAXIMUM EFFECTIVE UTILIZATION OF MANPOWER, EQUIPMENT AND TDLERIALS. LIST IS NOT MEANT TO BE LIMITING; THESE SKRSHKEY AREAS OF INTEREST FOR BULGARIA BUT MANY OTHER POSSIBILITIES EXIST. OFFICIALS INDICATED THEY WERE PARTICULARLY INTERESTED IN NEW TECHNOLOGY AND HOPE TECHNICAL SPECIALISTS WOULD BE ATTENDING PLOVDIV.

4. EMBASSY IS ALSO ARRANGING APPOINTMENT FOR AMBASSADOR HERZ WITH MINISTRY OF CHEMICAL INDUSTRY TO DISCUSS AREAS OF INTEREST.  
HERZ

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NNN

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